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(Reproduced by Division of Information, Agricultural
Adjustment Administration, Department of Agriculture)

(Substituted
for cop. lost in
SCS - July '41)

STEP-BY-STEP PROCEDURE *

For Holding A

FARMER AND BUSINESS MAN MEETING

1. The County Agent should call a meeting of his Educational Committee and local heads of Federal Farm Agencies and Vocational Agriculture with a letter similar to the following:

FIRST LETTER FROM COUNTY AGENT:

To Members of Emanuel County Educational Committee and
Local Heads Federal Farm Agencies and Vocational Agriculture:

We will have a special meeting of the
Educational Committee Tuesday afternoon, September 12, at 3 o'clock at the Pierce Hotel to discuss a matter of importance to our farmers. Heads of all Federal Farm Agencies and Vocational Agriculture in the county are requested to attend the meeting.

Yours very truly,

/s/ Earl M. Varner,
County Agent, Emanuel County.

NOTE: This letter is to be mailed three days in advance of the initial meeting of this group to discuss possibilities of the proposed meeting.

2. The County Agency should then prepare for his county a story similar to the one attached to the opposite page of this folder, showing the purpose and accomplishments of each farm agency operating in the county together with several charts of contrasting business conditions in his county from 1932 - before farm payments began - through 1938. A copy of this story should be given each business man attending the

* This procedure was taken by Earl M. Varner, Emanuel County Agent, in staging the first farmer and business man meeting in Georgia at Swainsboro, September 20. The meeting was a success in every detail, and we would like to recommend the procedure taken by him as a model for similar meetings throughout the state. The meeting may be county-wide or community-wide and may continue as regular monthly events for the farmers and business men.

farmer and business man meeting. A large chart should be made carrying information similar to the first one appearing under Chapter IX in "The Emanuel County Story" and placed in a conspicuous place at the farmer and business man meeting. This chart shows how local merchants and the county prospered with the farmers during "peak" payment years, "non-payment" years and "normal" payment years.

3. The County Agent should mail a letter (shown below) to about 50 farmers selected by his Educational Committee to represent the county and defray all expenses of the meeting to be given business men. A committee on arrangements, including the County Home Demonstration Agent, should be appointed at this meeting.

SECOND LETTER FROM COUNTY AGENT:

To Certain Emanuel County Farmers:

You have been selected as one of a group of representative Emanuel County Farmers to attend a meeting in the Pierce Hotel at Swainsboro, Friday afternoon, September 15, at 3 o'clock.

A matter of importance will be brought up at this meeting, and I especially wish to urge that you be present and on time.

With best wishes, I am,

Yours very truly,

/s/ Earl M. Varner,
County Agent, Emanuel County.

4. After the meeting with this selected group of farmers, the County Agent should have a list of the business men whom the farmers wish to invite. The County Agent should mail an invitation, or the farmer may present it in person to his invited guest, encouraging each person invited to fill out the question at the bottom of the invitation and have it ready to be deposited in the "question box" in advance of or at the farmer and business man meeting.

THE INVITATION - QUESTION BLANK ATTACHED.

To Swainsboro Business Men:

You are cordially invited to attend a barbecue and short discussion of important matters of mutual interest to farmers and business men of our county on Wednesday evening, September 20, at 7 o'clock sharp. The affair will be held at the Swainsboro Community House.

In order to expedite the program, we are asking that each of you write out a question pertaining to some phase of our farm program - - any question that you would like to have answered at the meeting - - and deposit it in a "question-box" to be passed around before Wednesday.

We are especially anxious to answer any questions our business friends would like to know about the Agricultural Conservation Program, the Farm Security Administration, Vocational Agriculture, and the Agricultural Extension Service.

There will be no LONG-WINDED SPEECH MAKING, so please write out your question below and have it ready for the "question-box" when it is passed around to you.

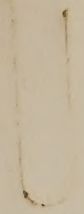
Yours very truly,

/s/ Earl M. Varner,
County Agent, Emanuel County.

Q U E S T I O N

FOR FARMER-BUSINESSMEN'S MEETING

Signed _____



THE UNIVERSITY OF CHICAGO

DEPARTMENT OF THE HISTORY

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5. The County Agent should select one of his most capable farmers to serve as presiding officer at the farmer and business man meeting.

The presiding officer, who should be selected with utmost care, will open the "question box" at the meeting and read out the questions and names of business men asking the questions. These questions are to be answered from the floor by the farmers attending the meeting. The discussion on any one subject should be limited. There should be no long-winded speech making. The entire program should not last over two hours.

SOME OF THE QUESTIONS ASKED BY BUSINESS MEN AT THE EMANUEL COUNTY MEETING

1. What is the purpose of the Agricultural Conservation Program?
2. How have the farmers been benefited by the establishment of the Production Credit Association?
3. How much money did Emanuel County receive in farm benefits in 1938?
4. How has the Farm Security Administration improved the situation of low income farmers of Emanuel County?
5. Will there be another chance to vote on the tobacco quotas this Fall?
6. What are the requirements for a tenant or sharecropper to get aid to purchase a farm?
7. How was the Production Credit Association formed?
8. How many miles of REA have been built in Emanuel County? Also how many different lines?
9. What is the basis for securing soil building payments?
10. What effect will the present European crisis have on the farm program?

HOW MUCH SHOULD THE MEETING COST EACH FARMER?

This depends, of course, on what kind of entertainment the farmers decide to give. The Emanuel County meeting was preceded by a barbecue (THE FARMERS DONATED THE PIGS FOR THE BARBECUE AND ONE OF THE FARMERS BARBECUED THEM). Final cost for each farmer attending the meeting was only 35 cents.

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The first thing I noticed when I stepped out of the car was the cold. It was a sharp contrast to the warm blanket I had been sitting under. I looked around, trying to get my bearings. The street was empty, the only sound being the distant hum of traffic. I felt a little disoriented, but I knew I had to keep moving. I started walking, my feet hitting the cold pavement. The air was crisp, and I could feel my lungs filling with it. I was alone, but I wasn't scared. I was determined to find my way out of this place.

I walked for what felt like hours, my legs growing tired. I had no idea where I was going, but I kept going. The streetlights were on, but they didn't help. I was still lost. I saw a few people in the distance, but they didn't stop. I was just another face in the crowd. I felt a little more confident now. I knew I could do this. I was going to find my way out of here, no matter what it took.

I was walking when I saw a sign. It was old and weathered, but it had the word "EXIT" on it. I felt a surge of hope. That was my chance. I turned and ran. I didn't look back. I was going to make it. I was going to get out of here. I was going to find my way home.

I ran until I was out of breath. I was so tired, but I didn't stop. I was going to make it. I was going to get out of here. I was going to find my way home.